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100 COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME OF
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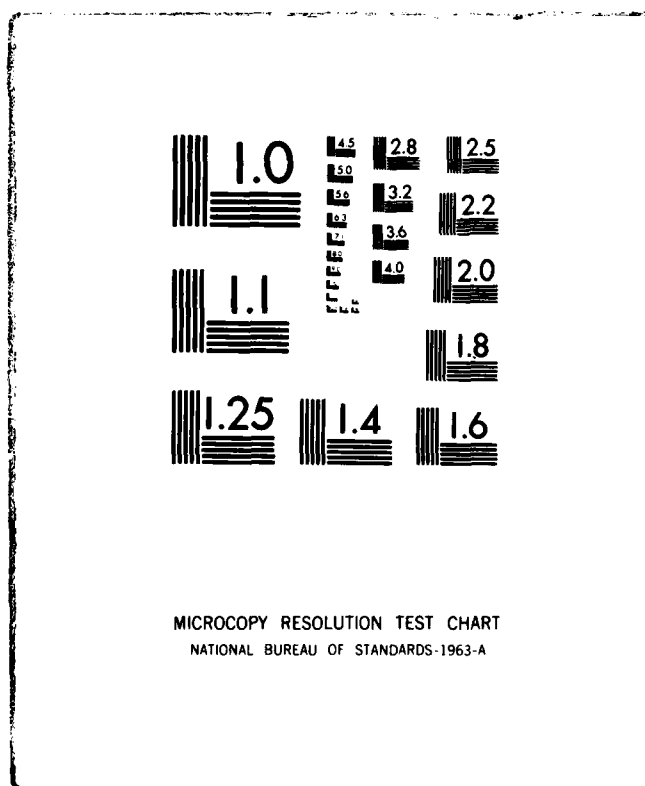
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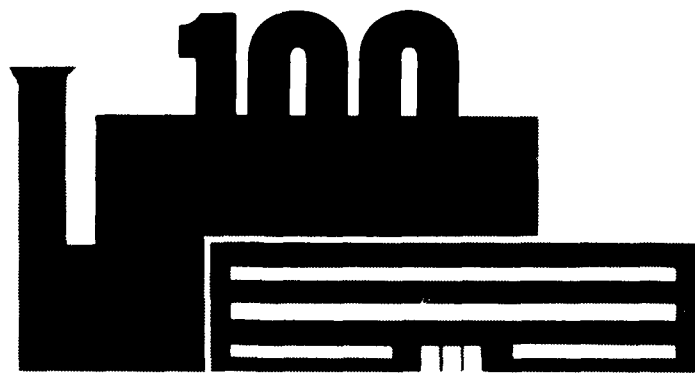
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100 COMPANIES
RECEIVING THE LARGEST DOLLAR VOLUME
OF PRIME CONTRACT AWARDS
Fiscal Year 1984



100 COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME OF PRIME CONTRACT AWARDS

Fiscal Year 1984

**Department of Defense
Washington Headquarters Services
Directorate for Information
Operations and Reports**

FOREWORD

100 Companies Receiving the Largest Dollar Volume of Prime Contract Awards is published annually. This report contains summary data on the 100 companies including their subsidiaries, which were awarded the largest total dollar volume of Department of Defense prime contract awards during Fiscal Year 1984.

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INTRODUCTION

This report presents summary data on the 100 companies that received the largest dollar volume of Department of Defense (DoD) prime contract awards during fiscal year (FY) 1984. Table 1, page 7 lists the companies in alphabetical order and gives their associated rank. Table 2 identifies the parent company only, but the total dollars reflect awards made to the parent company and all its subsidiaries. In some cases the parent company receives no awards itself but appears on the list because of its subsidiaries. Table 2 also shows what percent of the total awards each company's awards represent as well as the cumulative percent represented by all companies.

NOTES ON COVERAGE

Data in this report reflect the net value of both debit and credit procurement actions over \$25,000; e.g. the value of a terminated contract or other downward adjustment to a contract is deducted from a firm's total award amount, while modifications and other positive adjustments are treated as increases. Procurement actions include definitive contracts, the obligated portions of letter contracts, job orders, task orders, delivery orders, and any other orders against existing contracts. Research and development, services, construction, and supply and equipment contracts, worldwide, are included.

The report does not include those parts of indefinite quantity contracts that have not been translated into specific orders to business firms, or those contracts that have not yet become mutually binding agreements between the government and the company. The company totals do not include contracts made by other U.S. Government agencies and financed with Department of Defense funds or contracts awarded in foreign nations through their respective governments.

DATA RELATING TO COMPANIES IN THIS PUBLICATION ARE SUBJECT TO THE ACCURACY OF THE DUN & BRADSTREET CORPORATION'S DATA UNIVERSAL NUMBERING SYSTEM AND ITS ABILITY TO DESCRIBE RELATIONSHIPS OF COMPANIES.

HIGHLIGHTS OF FY 1984 DATA

Department of Defense prime contract awards over \$25,000 totaled \$133.6 billion during FY 1984, \$5.4 billion more than in FY 1983. The 100 firms and their subsidiaries receiving the largest amount of DoD contracts in FY 1984 received \$92.3 billion or 69.1 percent of this amount, primarily for aircraft, missile/space systems, ships, and electronics & communications equipment. In FY 1983 the top 100 companies received \$89.6 billion or 69.9 percent of all awards.

Table A below shows that the first five companies received 22.0 percent of the total received by all companies in FY 1984, compared with 20.6 percent during FY 1983. The company ranked as number one during FY 1984, McDonnell Douglas Corporation, ranked as number two last year, with awards of \$7.7 billion during FY 1984 as compared to \$6.1 billion last year. The smallest total amount received by a company in the FY 1984 list was \$142 million, compared with \$126 million in FY 1983.

Table A

COMPANY POSITION	Percent of Total			
	FY 1981	FY 1982	FY 1983	FY 1984
1st	4.5%	5.0%	5.3%	5.7%
2nd	3.9	4.8	4.8	4.7
3rd	3.5	3.6	3.5	4.5
4th	3.0	3.2	3.5	3.7
5th	2.8	3.0	3.5	3.4
TOTAL 1-5	17.7	19.6	20.6	22.0
6-10	10.4	11.5	13.7	12.4
11-25	15.6	14.8	16.3	16.1
TOTAL 1-25	43.8	45.9	50.6	50.5
26-50	12.4	10.8	10.7	10.5
51-75	6.4	5.7	5.3	5.0
76-100	3.8	3.5	3.3	3.1
TOTAL 1-100	66.4%	65.9%	69.9%	69.1%

Changes in the Top 100 Companies, FY 1983 To FY 1984

Fourteen companies who did not appear on the list last year are among the top 100 companies this year. (See Table B below.) Of these, one appears in position 37, and the balance between positions 52 and 100. The fourteen companies who appeared on the FY 1983 list who do not appear on this year's list are also shown in Table B. Of the 84 companies appearing on the list in both Fiscal Years 1983 and 1984, 45 advanced their position, 33 are in a lower position, and 6 showed no change. Companies are considered as appearing on the list in both years despite mergers, acquisitions, divestitures, and name changes if a major component of a newly constituted company or the newly constituted company itself made the list as a component of a company in the top 100 in the prior year.

Table B

Companies Listed in FY 1984 But not in FY 1983 ¹	Companies Listed in FY 1983 But not in FY 1984 ²
<p>Amerada Hess Corp. British Petroleum Co. p.l.c. Charles Stark Draper Labs. Dynalectron Corp. Eastman Kodak Co. Figgie International Holdings Loral Corp. Mason & Hanger Silas-Mason Co. Inc. McLean Industries, Inc. Phibro-Salomon, Inc. Raymond Brown Root-Mowlin Sun Company, Inc. Texaco, Inc. Tracor, Inc.</p>	<p>Cubic Corp. Digital Equipment Corp. Gulf States Oil & Refining Co. H B H Co. Hughes Howard Estate of Maersk Lines, Ltd. Pacific Resources, Inc. Rolls Royce Ltd. Southern Union Co. Standard Oil of Indiana Sundstrand Corp. Varian Associates, Inc. Waterman Marine Corp. Xerox Corp.</p>

¹ Excludes Caltex Petroleum Corp. which has been shown in previous years as 50% owned by Standard Oil of California and 50% owned by Texaco, Inc., and Chevron Corp. which was formerly Standard Oil of California.

² Excludes Gulf Oil Corp. which is now part of Chevron Corp., and Standard Oil of California which changed its name to Chevron Corp.

Primary Procurement Categories of the Top 100 Companies

Although the contract work of many companies on the list includes more than one procurement category, each company has been assigned in Table C (below) to the procurement category that accounts for its largest dollar volume of DOD awards; for example, General Electric Co. is a multi-industry company producing electronic and communications equipment and industrial and consumer products. For this table, it has been assigned to "Aircraft", the procurement category accounting for its largest dollar volume of DOD contract awards.

Table C

Procurement Category	Number of Companies		
	FY 1984	FY 1983	Change
Aircraft	14	18	-4
Missiles	13	9	+4
Ships	6	7	-1
Tank-Automotive	7	8	-1
Ammunition	8	7	+1
Electronics	21	21	-
Services	8	10	-2
Construction	2	0	+2
Petroleum	17	16	+1
Weapons	2	1	+1
Subsistence	0	0	-
All Other	2	3	-1

Companies With Prime Contract Awards Totaling Over \$2 Billion

During FY 1984, 12 companies received prime contract awards totaling over \$2 billion. Each company is listed in Table D by rank, along with its FY 1983 rank and the dollar value of the awards it received in both FY 1983 and FY 1984. Table E (page 5) describes the major products of these 12 companies.

Table D

RANK		COMPANY NAME	AWARDS (In Billions)	
1984	1983		1984	1983
1	2	McDonnell Douglas Corporation	\$7.7	\$6.1
2	3	Rockwell International Corp.	6.2	4.5
3	1	General Dynamics Corporation	6.0	6.8
4	6	Lockheed Corporation	5.0	4.0
5	5	Boeing Company, Inc. The	4.6	4.4
6	4	General Electric Company	4.5	4.5
7	9	Hughes Howard Medical Inst.	3.2	3.2
8	7	United Technologies Corp.	3.2	3.9
9	10	Raytheon Company	3.1	2.7
10	13	Litton Industries Inc.	2.4	2.2
11	11	Grumman Corporation	2.4	2.3
12	12	Martin Marietta Corporation	2.3	2.3

TABLE E

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
1. McDonnell Douglas Corp.	F-18 HORNET, F-15 EAGLE, AH-64 APACHE, AV-8 HARRIER, and KC-10 EXTENDER aircraft. TOMAHAWK and HARPOON missile systems.
2. Rockwell International Corp.	B-1 bomber & M&R of C-130 HERCULES aircraft. MX, NAVSTAR, HELLFIRE, and MINUTEMAN missile systems. Various electronics & communication equipment.
3. General Dynamics Corp.	F-16 FALCON and F-111 fighter aircraft. Nuclear submarines. TOMAHAWK, STINGER and RIM-66 standard missile systems. M-1 and M-60 tanks. MK-15 close-in weapon system.
4. Lockheed Corp.	C-5 GALAXY, C-130 HERCULES and P-3 ORION aircraft. TRIDENT and POLARIS missile systems. RDT&E for missile & space systems, aircraft, and electronics & communication equipment.
5. Boeing Co., Inc. The	B-52 STRATO FORTRESS, C-135 STRATOLIFTER and AH-64 APACHE aircraft. Electronics & communication equipment for B-1 bomber. RDT&E for MX missile, E3A and VSX aircraft, and space transportation systems.
6. General Electric Co.	J-79, J-85, TF-34, and F-100 turbofan and turbojet engines. Transmission components for M-2 infantry fighting vehicles. Nuclear reactors for submarines. Underwater sound equipment. RDT&E for missile and space systems.
7. Hughes. Howard Medical Institute	TOW, MAVERICK, PHOENIX, and AMRAAM missile systems. Radar equipment and guided missile systems for F-14, F-18 and A-6 aircraft. Optical sighting & ranging equipment for M-1 tank. RDT&E for electronics and communication equipment, and missile and space systems.
8. United Technologies Corp.	F-100, TF-30 and J-52 turbofan and turbojet aircraft engines. UH-60 BLACKHAWK, CH-53 SEA STALLION and SH-60 SEAHAWK helicopters.
9. Raytheon Co.	PATRIOT, HAWK, SPARROW, and SIDEWINDER missile systems. RDT&E for electronics & communication equipment.
10. Litton Industries, Inc.	Guided Missile cruisers and amphibious assault ships. Various electronics and communication equipment.

TABLE E (Continued)

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
11. Grumman Corp.	F-14 TOMCAT, E-2 HAWKEYE, EA-6B PROWLER, and A-6 INTRUDER aircraft. RDT&E for weapons, aircraft, and electronics & communication equipment.
12. Martin Marietta Corp.	PERSHING and HELLFIRE missile systems. AH-64 APACHE helicopter. Ammunition. Guided missile launchers. Miscellaneous communication equipment. RDT&E for MX and TITAN missile systems, and space transportation systems.

TABLE 1
INDEX OF 100 PARENT COMPANIES WHICH
RECEIVED THE LARGEST DOLLAR VOLUME OF PRIME
CONTRACT AWARDS IN FISCAL YEAR 1984

R A N K	PARENT COMPANY	R A N K	PARENT COMPANY
60	AEROSPACE CORPORATION THE	92	KUWAIT NATIONAL PETROLEUM CO
30	ALLIED CORPORATION	89	LEAR SIEGLER INC
83	AMERADA HESS CORPORATION	10	LITTON INDUSTRIES INC
29	AMERICAN TELEPHONE & TEL CO	4	LOCKHEED CORPORATION
77	ASHLAND OIL INC	79	LORAL CORPORATION
48	ATLANTIC RICHFIELD COMPANY	14	LTV CORPORATION THE
27	AVCO CORPORATION	12	MARTIN MARIETTA CORPORATION
5	BOEING COMPANY INC THE	97	MASON & HNGR-SLS MSN CO INC
37	BRITISH PETROLEUM CO PLC	66	MASSACHUSETTS INSTITUTE TECH
94	BRUNSWICK CORPORATION	1	MC DONNELL DOUGLAS CORPORATION
65	BURROUGHS CORPORATION	91	MC LEAN INDUSTRIES INC
68	CALTEX PETROLEUM CORPORATION	73	MITRE CORPORATION THE
70	CATERPILLAR TRACTOR CO	80	MOBIL CORPORATION
57	CHARLES STARK DRAPER LABS	59	MORRISON-KNUDSEN COMPANY INC
43	CHEVRON CORP	38	MORTON THIOKOL INC
50	COASTAL CORPORATION THE	53	MOTOR OIL HELLAS CORINTH REFIN
76	COMPUTER SCIENCES CORPORATION	47	MOTOROLA INC
49	CONGOLEUM CORP	99	NI INDUSTRIES INC
72	CONTROL DATA CORPORATION	26	NORTHROP CORPORATION
51	DU PONT EI DE NEMOURS AND CO	34	OGDEN CORPORATION
85	DUCHOSSOIS INDUSTRIES INC	63	OSHKOSH TRUCK CORPORATION
96	DYNALECTRON CORPORATION	39	PAN AMERICAN WORLD AIRWAYS INC
67	E-SYSTEMS INC	61	PENN CENTRAL CORPORATION THE
86	EASTMAN KODAK COMPANY	52	PHIBRO-SALOMON INC
21	EATON CORPORATION	93	RAYMOND BROWN ROOT-MOWLIN
58	EMERSON ELECTRIC CO	9	RAYTHEON COMPANY
35	EXXON CORPORATION	22	RCA CORPORATION
90	FAIRCHILD INDUSTRIES INC	71	REYNOLDS R J INDUSTRIES INC
81	FIGGIE INTERNATIONAL HOLDINGS	2	ROCKWELL INTERNATIONAL CORP
18	FMC CORPORATION	64	ROYAL DUTCH SHELL GROUP
20	FORD MOTOR COMPANY	87	SAM WHAN CORPORATION
33	GENCORP INC	42	SANDERS ASSOCIATES INC
3	GENERAL DYNAMICS CORPORATION	84	SCIENCE APPLCTN ITL CORP
6	GENERAL ELECTRIC COMPANY	45	SIGNAL COMPANIES INC THE
23	GENERAL MOTORS CORPORATION	36	SINGER COMPANY THE
46	GOODYEAR TIRE & RUBBER CO	74	SOBERBIO INC
55	GOULD INC	15	SPERRY CORPORATION
11	GRUMMAN CORPORATION	88	SUN COMPANY INC
32	GTE CORPORATION	44	TELEDYNE INC
95	GUAM OIL & REFINING CO	31	TENNECO INC
54	HARRIS CORPORATION	56	TEXACO INC
75	HARSCO CORPORATION	25	TEXAS INSTRUMENTS INCORPORATED
41	HERCULES INCORPORATED	28	TEXTRON INC
98	HEWLETT-PACKARD COMPANY	100	TODD SHIPYARDS CORPORATION
17	HONEYWELL INC	69	TRACOR INC
7	HUGHES HOWARD MEDICAL INST	24	TRW INC
16	INTERNATIONAL BUSINESS MCHS	40	UNITED STATES PHILIPS TRUST
19	ITT CORPORATION	8	UNITED TECHNOLOGIES CORP
62	JOHNS HOPKINS UNIVERSITY	13	WESTINGHOUSE ELECTRIC CORP
82	KAMAN CORPORATION	78	WILLIAMS INTERNATIONAL CORP

TABLE 2
100 PARENT COMPANIES LISTED ACCORDING
TO NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1984
(OCTOBER 1983 - SEPTEMBER 1984)

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
	TOTAL	\$133,571,275	100.00	100.00
	TOTAL, 100 COMPANIES	92,283,866	69.09	69.09
1.	McDonnell Douglas Corporation	7,684,237	5.75	5.75
2.	Rockwell International Corp	6,219,340	4.66	10.41
3.	General Dynamics Corporation	5,951,538	4.46	14.87
4.	Lockheed Corporation	4,967,480	3.72	18.59
5.	Boeing Company Inc The	4,563,815	3.42	22.01
6.	General Electric Company	4,514,470	3.38	25.39
7.	Hughes Howard Medical Inst	3,230,506	2.42	27.81
8.	United Technologies Corp	3,206,804	2.40	30.21
9.	Raytheon Company	3,093,033	2.32	32.53
10.	Litton Industries Inc	2,440,745	1.83	34.36
11.	Grumman Corporation	2,419,039	1.81	36.17
12.	Martin Marietta Corporation	2,260,736	1.69	37.86
13.	Westinghouse Electric Corp	1,943,526	1.46	39.32
14.	LTV Corporation The	1,655,268	1.24	40.56
15.	Sperry Corporation	1,615,182	1.21	41.77
16.	International Business Mchs	1,571,645	1.18	42.95
17.	Honeywell Inc	1,354,429	1.01	43.96
18.	FMC Corporation	1,156,753	.87	44.83
19.	ITT Corporation	1,139,695	.85	45.68
20.	Ford Motor Company	1,124,090	.84	46.52
21.	Eaton Corporation	1,116,551	.84	47.36
22.	RCA Corporation	1,116,193	.84	48.20
23.	General Motors Corporation	1,018,695	.76	48.96
24.	TRW Inc	982,566	.74	49.70
25.	Texas Instruments Incorporated	955,564	.72	50.42

TABLE 2
100 PARENT COMPANIES LISTED ACCORDING
TO NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1984
(OCTOBER 1983 - SEPTEMBER 1984)

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
26.	Northrop Corporation	882,080	.66	51.08
27.	Avco Corporation	872,796	.65	51.73
28.	Textron Inc	805,078	.60	52.33
29.	American Telephone & Tel Co	768,139	.58	52.91
30.	Allied Corporation	758,860	.57	53.48
31.	Tenneco Inc	748,905	.56	54.04
32.	GTE Corporation	707,745	.53	54.57
33.	Gencorp Inc	697,423	.52	55.09
34.	Ogden Corporation	586,681	.44	55.53
35.	Exxon Corporation	586,510	.44	55.97
36.	Singer Company The	560,612	.42	56.39
37.	British Petroleum Co PLC	551,504	.41	56.80
38.	Morton Thiokol Inc	468,955	.35	57.15
39.	Pan American World Airways Inc	458,882	.34	57.49
40.	United States Philips Trust	456,093	.34	57.83
41.	Hercules Incorporated	437,806	.33	58.16
42.	Sanders Associates Inc	436,636	.33	58.49
43.	Chevron Corp	432,089	.32	58.81
44.	Teledyne Inc	425,850	.32	59.13
45.	Signal Companies Inc The	415,711	.31	59.44
46.	Goodyear Tire & Rubber Co	414,034	.31	59.75
47.	Motorola Inc	399,897	.30	60.05
48.	Atlantic Richfield Company	380,896	.29	60.34
49.	Congoleum Corp	351,411	.26	60.60
50.	Coastal Corporation The	344,087	.26	60.86
51.	Du Pont El De Nemours and Co	322,156	.24	61.10
52.	Phibro-Salomon Inc	317,063	.24	61.34

TABLE 2
100 PARENT COMPANIES LISTED ACCORDING
TO NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1984
(OCTOBER 1983 - SEPTEMBER 1984)

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
53.	Motor Oil Hellas Corinth Refin	301,504	.23	61.57
54.	Harris Corporation	294,064	.22	61.79
55.	Gould Inc	293,837	.22	62.01
56.	Texaco Inc	291,108	.22	62.23
57.	Charles Stark Draper Labs	288,579	.22	62.45
58.	Emerson Electric Co	281,831	.21	62.66
59.	Morrison-Knudsen Company Inc	277,350	.21	62.87
60.	Aerospace Corporation The	273,409	.20	63.07
61.	Penn Central Corporation The	273,400	.20	63.27
62.	Johns Hopkins University	273,218	.20	63.47
63.	Oshkosh Truck Corporation	269,818	.20	63.67
64.	Royal Dutch Shell Group	269,366	.20	63.87
65.	Burroughs Corporation	265,250	.20	64.07
66.	Massachusetts Institute Tech	263,163	.20	64.27
67.	E-Systems Inc	259,189	.19	64.46
68.	Caltex Petroleum Corporation	254,432	.19	64.65
69.	Tracor Inc	252,985	.19	64.84
70.	Caterpillar Tractor Co	252,078	.19	65.03
71.	Reynolds R J Industries Inc	243,338	.18	65.21
72.	Control Data Corporation	243,175	.18	65.39
73.	Mitre Corporation The	239,203	.18	65.57
74.	Soberbio Inc	237,205	.18	65.75
75.	Harsco Corporation	232,886	.17	65.92
76.	Computer Sciences Corporation	225,698	.17	66.09
77.	Ashland Oil Inc	217,563	.16	66.25
78.	Williams International Corp	212,718	.16	66.41
79.	Loral Corporation	200,992	.15	66.56

TABLE 2
100 PARENT COMPANIES LISTED ACCORDING
TO NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1984
(OCTOBER 1983 - SEPTEMBER 1984)

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF TOTAL	CUMULATIVE PERCENT OF TOTAL
80.	Mobil Corporation	195,069	.15	66.71
81.	Figgie International Holdings	192,263	.14	66.85
82.	Kaman Corporation	179,272	.13	66.98
83.	Amerada Hess Corporation	178,828	.13	67.11
84.	Science Applctn Itl Corp	175,501	.13	67.24
85.	Duchossois Industries Inc	172,160	.13	67.37
86.	Eastman Kodak Company	166,263	.12	67.49
87.	Sam Whan Corporation	165,856	.12	67.61
88.	Sun Company Inc	165,844	.12	67.73
89.	Lear Siegler Inc	164,507	.12	67.85
90.	Fairchild Industries Inc	163,216	.12	67.97
91.	McLean Industries Inc	161,240	.12	68.09
92.	Kuwait National Petroleum Co	155,806	.12	68.21
93.	Raymond Brown Root-Mowlin	151,035	.11	68.32
94.	Brunswick Corporation	150,728	.11	68.43
95.	Guam Oil & Refining Co	147,065	.11	68.54
96.	Dynalectron Corporation	146,469	.11	68.65
97.	Mason & Hngr-Sls Msn Co Inc	146,285	.11	68.76
98.	Hewlett-Packard Company	144,233	.11	68.87
99.	NI Industries Inc	143,067	.11	68.98
100.	Todd Shipyards Corporation	141,981	.11	69.09

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